

Career Profile

A weekly series devoted to providing information on career exploration

Do You Like

- Analyzing information and evaluating results to choose the best solution and solve problems?
- Observing, receiving, and otherwise obtaining information from all relevant sources?
- Developing constructive and cooperative working relationships with others, and maintaining them over time?
- Monitoring and controlling resources and overseeing the spending of money?
- Encouraging and building mutual trust, respect, and cooperation among team members?
- Developing specific goals and plans to prioritize, organize, and accomplish your work?

Then This Could Be The Career For You!

The Type of Work

- Analyze expenditures and other financial information to develop plans, policies, and budgets for increasing profits and improving services.
- Set operations policies and standards, including determination of safety procedures for the handling of dangerous goods.
- Plan, organize and manage the work of subordinate staff to ensure that the work is accomplished in a manner consistent with organizational requirements.
- Negotiate and authorize contracts with equipment and materials suppliers, and monitor contract fulfillment.
- Collaborate with other managers and staff members to formulate and implement policies, procedures, goals, and objectives.
- Monitor spending to ensure that expenses are consistent with approved budgets.
- Supervise workers assigning tariff classifications and preparing billing.
- Promote safe work activities by conducting safety audits, attending company safety meetings, and meeting with individual staff members.
- Direct investigations to verify and resolve customer or shipper complaints.
- Direct procurement processes including equipment research and testing, vendor contracts, and requisitions approval.

Pathways to Success

The educational background of transportation managers varies widely based on the nature of their responsibilities. Many managerial positions are filled by promoting experienced, lower level people within their organizations. Some companies prefer that their managers have specialized backgrounds and qualities critical to success. Since state and federal regulations govern the qualifications and standards for the moving/transportation of goods and materials, a considerable amount of work-related skill, knowledge or experience is needed. Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training. Most require a bachelor's degree or some other form of higher level education and/or certifications.

What Employers Look For

Individuals who possess knowledge of:

- Transportation - principles and methods for moving people or goods by air, rail, sea, or road, including the relative costs and benefits.
- Administration and Management - business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
- Customer and Personal Service - principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Geography - principles and methods for describing the features of land, sea, and air masses, including their physical characteristics, locations, interrelationships, and distribution of plant, animal, and human life.
- Law and Government - laws, legal codes, court procedures, precedents, government regulations, executive orders, agency rules, and the democratic political process.
- Public Safety and Security - relevant equipment, policies, procedures, and strategies to promote effective local, state, or national security operations for the protection of people, data, property, and institutions.
- Production and Processing - raw materials, production processes, quality control, costs, and other techniques for maximizing the effective manufacture and distribution of goods.

Job Outlook

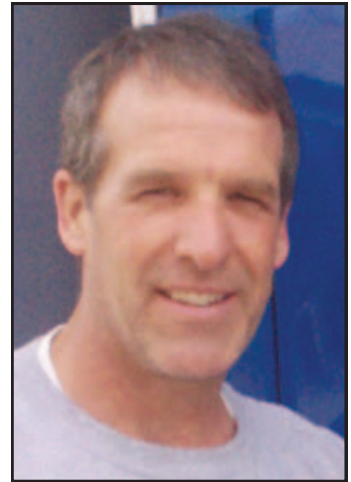
Overall employment of transportation managers is expected to decline or grow slightly over the 2008-18 decade. As the economy grows, the demand for goods will increase, which will lead to more job opportunities. In 2008, there were nearly 100,000 people employed as transportation, storage and distribution managers nationally. In Ohio, there were over 3,130 with a projected growth of 8%. Keen competition is expected for jobs as the number of applicants greatly exceeds the number of job openings. Opportunities will continue to be best for those who show leadership and team building skills, and who are able to multitask, communicate well, and keep abreast of technological advances.

Earnings Potential

Location	Year	Pay Period	Low	Median	High
United States	2009	Yearly	\$45,700	\$79,500	\$131,700
Ohio	2009	Yearly	\$50,300	\$79,400	\$129,800
Cleveland Elyria-Mentor, OH MSA	2009	Yearly	\$48,400	\$87,400	\$138,700

O*Net Online, <http://online.onetcenter.org>.

TRANSPORTATION MANAGERS



Name: John Gregory
Job Title: President / Owner
Company: Gregory Trucking Inc.
Location: Elyria, Ohio

DEFINITION:

Plan, direct, and coordinate the transportation operations within an organization or the activities of organizations that provide transportation services.

Q. How did you become interested in your particular field?

A. I grew up around dump trucks. My father owned two trucks and worked in construction. As a child, I always enjoyed working outside either shoveling snow, cutting grass, or tinkering with automobiles and motorcycles. Early on, I realized the trucking industry would allow me to utilize my mechanical ability, allow me to work outside, and experience different challenges each day.

Q. Who or what influence your decision the most and why?

A. My parents were very supportive in my career choices. My father taught me the mechanics of trucks and automobiles. I gained knowledge from my mother on the financial end of owning a business. I always knew I wanted to own my own business and enjoyed accomplishing projects where I could see the final outcome. I also credit Mr. Sam Battle, my Occupational Work Experience instructor at Elyria West High School, for giving me guidance and support. Through their support, I gained the confidence that allowed me to pursue being an entrepreneur.

Q. What is your educational background?

A. I am a 1981 graduate of Elyria West High School. I continue to attend educational classes, seminars and workshops to attain and maintain construction certifications for government regulations with entities such as ODOT, OSHA, and the Ohio EPA.

Q. How did you get where you are today? What path did your employment journey take?

A. After graduating from high school, I purchased my first dump truck. I worked with my father, and eventually two brothers in the construction/trucking field. The first few years I drove and maintained my truck, and eventually purchased a second truck. Over the next several years, I drove less and hired additional drivers which afforded me time to estimate jobs and supervise fieldwork. I incorporated my business, (Gregory Trucking Inc.), in 1986, which consisted of four truck drivers, a part-time clerical person and me. After nearly 30 years in the trucking industry, I now employ over 30 people. I have diversified the business to include a recycling concrete facility, an excavation, demolition, and concrete division. Within my company, I employ truck drivers, heavy equipment operators, skilled laborers, diesel mechanics, operations manager, and clerical/financial staff.

Q. What skill or certification do you think are need to be successful in this field?

A. One must have good communication and organizational skills to manage a business. As an employer and owner, I must maintain licensing by local municipalities to work in their communities. I must also be bonded and insured by an insurance company to cover liability on vehicles and work performance. My employees must possess good driving skills and maintain a clean driving record. Truck drivers must maintain a Commercial Drivers License and meet Ohio Department of Transportation requirements of good health and participate in drug and alcohol testing.

Q. What is the best part of your job?

A. I enjoy working with people; from the employees to the vendors and customers alike. I enjoy the problem solving, the risk-taking, and the hard work it takes to run a business. I enjoy the mechanical side of the trucking industry as well as being outside in the elements running a piece of equipment.

Q. Do you have any words of advice for someone considering a career in your field?

A. You must be self-motivated, ready to work long hours, enjoy people, be able to manage finances and use good judgment in good times and bad. Good drivers and equipment operators are always in high demand.



Sources: Occupational Information Network, O*Net Online, <http://online.onetcenter.org>; *U.S. Department of Labor, Bureau of Labor Statistics, Occupational Outlook Handbook, <http://stats.bls.gov/oco>